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FM AMEMBASSY TRIPOLI  
TO RUEHC/SECSTATE WASHDC 3721  
INFO RUCPDO/DEPT OF COMMERCE WASHINGTON DC  
RUEHRB/AMEMBASSY RABAT 0675  
RUEHTU/AMEMBASSY TUNIS 0567  
RUEHAS/AMEMBASSY ALGIERS 0729  
RUEHEG/AMEMBASSY CAIRO 1169  
RUEHVT/AMEMBASSY VALLETTA 0327  
RUEHRO/AMEMBASSY ROME 0457  
RUEHFR/AMEMBASSY PARIS 0556  
RUEHLO/AMEMBASSY LONDON 0875  
RUEHMD/AMEMBASSY MADRID 0026  
RUEHTRO/AMEMBASSY TRIPOLI 4231

C O N F I D E N T I A L SECTION 01 OF 02 TRIPOLI 000595

SIPDIS

DEPT FOR NEA/MAG; COMMERCE FOR NATE MASON

E.O. 12958: DECL: 7/23/2018

TAGS: [ECIN](#) [ECON](#) [EINV](#) [ETRD](#) [EWWT](#) [KCOR](#) [PGOV](#) [LY](#)

SUBJECT: A COMMERCIAL CAUTIONARY TALE: BECHTEL'S BID FOR SIRTE PORT PROJECT FALLS FLAT

CLASSIFIED BY: John T. Godfrey, CDA, U.S. Embassy - Tripoli, Dept of State. REASON: 1.4 (b)

[1](#)1. (C) Summary: An unsuccessful year-long bid by U.S. firm Bechtel to build a commercial port in the Libyan city of Sirte has shed light on h  
PROMISING BEGINNINGS ...

[1](#)2. (C) U.S. engineering and consulting giant Bechtel has just declared as dead a year-long attempt to secure a \$1 billion cost-plus contract

[1](#)3. (C) This initial burst of positive energy dissipated over the next six months. Bechtel slowly made progress on a contract for the Sirte pc  
LEAD TO HIGH-PROFILE COMMITMENTS

[1](#)4. (C) After months of go-slow negotiations, Bechtel experienced an apparent breakthrough in February, when Redman received an urgent call frc  
RADIO SILENCE BROKEN BY BAD NEWS FROM SAIF AL-ISLAM'S INTERMEDIARY TRIPOLI 00000595 002 OF 002

[1](#)5. (C) With expectations running high that a final deal was imminent, Bechtel pressed on with negotiations and a fully-vetted contract was pre

[1](#)6. (C) Comment: Bechtel's experience throws into stark relief the fact that economic and commercial decisions ostensibly finalized by even the